



Intoowit, part of Ingo Group, Realizes High Performance and Significant Time Savings with Rubrik



INDUSTRY

Professional Services

RESULTS

- 50% faster backup performance
- 87% management time savings
- 90% reduced data center footprint

THE CHALLENGE

- Lack of centralized data management solution
- Complex, labor-intensive legacy solution

THE SOLUTION

All-in-one software solution for automated backup and recovery

Headquartered in Milan, Italy, [INGO Group](#) is a conglomerate of business relationship management companies, including Phonetica SRL (cross-channel contact center), Intoowit (technology solutions provider), Tessa SRL (relationship training consultancy), and Oppplà (online sales). Each company contributes their own specialties to the partnership, thus allowing INGO Group to meet the specific needs of each market, creating new value in relationships and integrating into the most structured and advanced projects. INGO Group has over 700 employees and 350 clients, including some of the biggest brands in the world.

Intoowit also plays the role of providing internal technology solutions for INGO Group. Each Intoowit solution follows the “human technology” concept, which focuses on increasing human potential through technology.

“We work with customers to digitally transform their IT infrastructure and processes. As a result, we partner with disruptive solutions like Rubrik that differentiate us from the rest of the market,” said Christian Orlandi, COO, Intoowit. “We also need to provide the maximum level of data security for our customers. With Rubrik, we feel confident that their data is protected.”

LACK OF CENTRALIZED DATA MANAGEMENT WITH LEGACY SOLUTION

“Our infrastructure is distributed over a number of data centers,” said Orlandi. “Storage is provided through the private cloud as well as a hyper-converged data farm. Our environment is over 80% virtualized with about half of our data in the private cloud and half in the data farm. We wanted to centralize our data management in a way that could not be accomplished with our legacy backup solution, which was based on traditional disk arrays.”

“We conducted research on various new technologies and decided to go with Rubrik,” said Orlandi. “Rubrik’s innovative approach to data management really sold us. We knew adopting their cutting-edge solution would ultimately allow us to provide better service to our clients.”

ACHIEVING HIGH PERFORMANCE WITH RUBRIK

“One of the biggest benefits we’ve seen after implementing Rubrik was the simplicity,” said Orlandi. “We began by using its deduplication algorithms to reduce our data footprint and eliminate the flow of extraneous information to the appliance. This has led to a reduction of 40% in our backup times and we were able to trim our backup windows by close to 50%.”

“The ability to reduce the backup windows allow our machines to perform at a higher rate of production,” said Orlandi. “We prioritize backup over everything else and had

to live with downgraded machine performance while backups were running. That issue has been minimized since the move to Rubrik. There has also been a tremendous reduction in the time spent managing our backup environment. Our team is now spending 30 minutes per week checking reports, but previously we were spending four hours per week managing backups.”

ACCELERATED GDPR COMPLIANCE WITH END-TO-END SECURITY

“Having all of our data visible through Rubrik’s dashboard is a great improvement over our legacy solution,” said Orlandi. “Maintaining compliance with the GDPR is of critical concern since we are managing other companies’ data. Rubrik enforces data security with encryption at-rest and in-transit and allows us to easily create reports, giving us confidence in our ability to maintain compliance for all of our clients.”

“As we develop a robust disaster recovery strategy, Rubrik will be a major component,” said Orlandi. “We are expanding our current disaster recovery plans and leveraging Rubrik’s automated replication capabilities is key to the success of this plan.”

Benefits include:

- **50% faster backup performance:** “We have reduced the time required to backup our environment by 40% and our backup windows by 50%.”
- **87% management time savings:** “With Rubrik, we went from over four hours per week managing our backups to 30 minutes per week.”
- **90% reduced data center footprint:** “Since moving to Rubrik, we have gone from 20U to 2U to house our backup environment.”
- **Accelerated regulatory compliance:** “Maintaining compliance with the GDPR is of critical concern since we are managing other companies’ data. Rubrik securely encrypts all of our data at-rest and in-transit and allows us to easily create reports, giving us confidence in our ability to maintain compliance for all of our clients.”
- **Cloud mobility:** “We already use the private cloud for some of our storage needs and Rubrik’s seamless cloud integrations made it an easy choice for our data management solution.”



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Rubrik delivers a single platform to manage and protect data in the cloud, at the edge, and on-premises. Enterprises choose Rubrik’s Cloud Data Management software to simplify backup and recovery, accelerate cloud adoption, and enable automation at scale. Rubrik’s run-anywhere, scale-out architecture is built to empower IT departments today and in the future, reducing total cost of ownership while enabling infrastructure flexibility for a multi-cloud world. For more information, visit www.rubrik.com and follow [@rubrikinc](https://twitter.com/rubrikinc) on Twitter.

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